

TENNESSEE LOTTERY MINORITY PARTICIPATION INFORMATION

Nashville - The Tennessee Lottery is committed to ensuring that minority-owned businesses and minority employees are given every opportunity to participate in the creation and ongoing operation of the Lottery.

The Lottery is making every effort to meet, and exceed, the Tennessee General Assembly's target goal of 15% minority business participation through prime and sub-prime contracting opportunities. Moreover, the Lottery is working overtime to achieve diversity in hiring at all levels of the Corporation.

Minority participation in the Lottery will be primarily achieved in four categories:

- Subcontracting opportunities with major gaming vendors
- Direct contracting opportunities with the Lottery
- Retail sales of lottery tickets
- Employment opportunities with the Lottery Corporation

More information on each category follows:

1. Subcontracting Opportunities with Major Gaming Vendors

The Tennessee Lottery has selected **GTECH Corp.** as the preferred vendor to supply retailers with the computer equipment and services necessary to offer games in which players pick numbers prior to televised drawings. Also, the Lottery has selected **Scientific Games International Inc.** to supply colorful and popular instant or "scratch off" tickets.

Both companies, which are industry leaders in their respective fields, already have developed some relationships with minority businesses in Tennessee. But the companies may still have needs for goods, services and labor including but not limited to printing, field technicians, couriers, vehicles, computer equipment and office supplies.

Any business interested in pursuing a subcontracting relationship with either company should then immediately determine what opportunities might be available. Below are contacts for each:

GTECH

171 3rd Avenue North
Nashville, TN 37201
Phone: (615) 255-2329
Fax: (615) 255-0197

Scientific Games

John Walsh
1500 Bluegrass Lakes Parkway
Alpharetta, GA 30004
Phone: (770) 664-3821
Fax: (770) 664-3742
Email: John.Walsh@scigames.com

2. Direct Contracting Opportunities with the Lottery Corporation

The Tennessee Lottery will need to directly procure a wide range of basic goods and services. Procurement needs include but will not be limited to items such as office furniture, office supplies, computer equipment, business printing, vehicles, advertising services, travel agency services and janitorial services.

Businesses wishing to offer the Lottery goods and services should monitor the "Procurement" section of the Lottery's web site, www.tnlottery.com, in order to respond to requests for proposals, qualifications and bids. In the interest of time, please note that requests for proposals, qualifications and bids will be posted only to the Lottery's home page.

3. Retail Sales of Lottery Tickets

The Tennessee Lottery is in the process of recruiting as many retailers as possible to sell lottery tickets. The success of the Tennessee Lottery will depend on its ability to build a strong statewide retail network to maximize sales and profits for educational programs.

The Lottery's retail network will include not only traditional outlets such as convenience stores, gas stations and grocery stores, but also will include barber shops, beauty salons, electronics stores, restaurants, sporting goods stores, wine and spirits outlets and more. The only businesses ineligible to sell lottery tickets will be pawnshops, cash-advance outlets and any establishments formed for the sole purpose of selling lottery tickets.

Economic benefits to retailers are both tangible and intangible. In exchange for participating, retailers will receive a commission of 6.5% on the Lottery's gross sales in their stores. In addition, participating retailers also should benefit from increased customer traffic in their stores.

Any retailer interested in selling lottery tickets can download an application packet online, or call (615) 253-6881. The only initial cost is a \$95 application fee. Lottery equipment, supplies and training will be provided at no cost, pending approval of the application.

4. Employment Opportunities with the Lottery Corporation

The Tennessee Lottery will make every effort to prevent discrimination and to make certain that qualified employees are afforded an equal opportunity at every level of the hiring process.

The Lottery is posting all positions online, in cooperation with the Middle Tennessee Career Center. To view the current list of available positions, visit the “Employment” section of the Lottery’s web site, www.tnlottery.com.

In addition to listing available positions, the site allows prospective employees to apply online for specific jobs. Available positions will be posted on a “rolling basis.” If you don’t immediately see a position for which you would like to apply, please check back frequently.

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